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College Placement Council, Inc. 62 Highland Avenue / Bethlehem, PA 18017

CPC Salary Survey

REGIONAL Report No. 5 July 1989

SOUTHWESTERN REGION (SWPA)

American Graduate School of International Management - Thunderbird
Arkansas College
Baylor University
Corpus Christi State University
Hendrix College
University of Houston
University of Houston - Clear Lake
Kansas Wesleyan
Lamar University
Langston University
Louisiana Tech University
University of North Texas
Northwestern Oklahoma State University
Oklahoma State University
Oklahoma State Unviersity - Engineering
University of Oklahoma
Pan American University
Prairie View A & M University
Sam Houston State University
Southern Methodist University
Stephen F. Austin State University
Texas A & I University
Texas A & M University
Texas Lutheran College
Texas Tech University
University of Texas - Arlington
University of Texas - Austin - Business Administration
University of Texas - Austin - Engineering
University of Texas - El Paso

The career planning & placement offices that participate in the *Salary Survey* are divided into seven geographic regions. The participants listed comprise the **Southwestern** Region.

The data are based on salary offers made to students graduating between September 1, 1988, and August 31, 1989. Tables on pages 1 through 8 list data on both regional and national levels for the interim period (May 1, 1989, through June 5, 1989) and cumulatively (September 1, 1988, and June 5, 1989).

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BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

INTERIM PERIOD 5/4/89 THROUGH 6/5/89

CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES* 90TH	PERCENTILES* 50TH	PERCENTILES* 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES* 90TH	PERCENTILES* 50TH	PERCENTILES* 10TH
BUSINESS														
ACCOUNTING	31	1536	$22390	$25409	$25500	$24000	$17600	471	5444	$24966	$25290	$27000	$25000	$23000
BUSINESS ADMIN (INCL MGMT	11	586	20263	22273	*	*	*	83	1411	21977	22274	26506	21000	17500
DISTRIBUTION MANAGEMENT	+	29	+	24576				1	82	19875	24447	*	*	*
ECONOM & FINANCE (BANKING	19	1030	23089	25106	*	*	*	168	2160	24222	24649	28000	24661	18720
HOTEL/RESTAURANT MGMT.	6	18	20983	20617	*	*	*	11	124	21364	19859	*	*	*
HUMAN RSRCS (incl LABOR R	+	53	+	24619				4	136	20600	23035	*	*	*
MANAGEMENT INFO SYSTEMS	+	138	+	26572				83	514	26851	26861	30000	27480	24000
MARKETING/MARK MGMT (RESR	25	678	20716	22744	23000	21500	16800	139	1605	21797	22523	26400	21500	17000
REAL ESTATE	1	4	15600	23900	*	*	*	3	20	16442	23571	*	*	*
COMMUNICATIONS														
ADVERTISING	+	40	+	19900				1	75	18700	19367	*	*	*
COMMUNICATIONS	1	107	17500	20852	*	*	*	12	298	19420	20761	*	*	*
JOURNALISM	3	57	20033	20374	*	*	*	5	119	18020	19595	*	*	*
TELECOMMUN/BROADCASTING	+	36	+	19634				+	54	+	19239			
EDUCATION														
ELEMENTARY EDUCATION	9	200	18738	18538	*	*	*	21	383	18778	18578	21000	18889	15700
PRE-ELEMENTARY EDUCATION	+	1	+	13700				+	10	+	16203			
PHYSICAL EDUCATION	+	18	+	20225				2	35	15350	19309	*	*	*
SPECIAL EDUCATION	+	38	+	20014				5	88	20097	19879	*	*	*
HOME ECONOMICS														
HUMAN ECOLOGY (HOME ECONO	+	5	+	21760				+	24	+	18655			
TEXTILES & CLOTHING	+	62	+	20573				2	98	12720	19944	*	*	*
MERCHANDISING MANAGEMENT	+	26	+	19019				+	50	+	19458			
HUMANITIES														
FOREIGN LANGUAGES	+	24	+	20269				+	55	+	20666			
LETTERS (incl English, Li	+	100	+	20817				2	189	22000	20348	*	*	*
VISUAL & PERFORMING ARTS	+	46	+	18526				2	77	16293	18099	*	*	*
HUMANITIES - OTHER	1	49	22000	23110	*	*	*	1	111	22000	23010	*	*	*
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	31	+	19974				3	64	15083	20521	*	*	*
HISTORY	1	51	24000	21206	*	*	*	3	86	22067	21275	*	*	*
POLITICAL SCIENCE/GOVT	1	98	26400	22172	*	*	*	6	190	20377	22116	*	*	*
PSYCHOLOGY	+	110	+	19546				4	229	19745	19061	*	*	*
SOCIOLOGY	4	47	20925	18136	*	*	*	5	86	22498	19021	*	*	*
SOCIAL SCIENCES-OTHER	+	30	+	20229				2	96	20439	20205	*	*	*
ENGINEERING														
AEROSPACE & AERONAUTICAL	36	209	29029	29419	31500	29850	25700	91	433	29294	29424	31720	30000	25440
AGRICULTURAL	+	13	+	27392				1	29	19000	25984	*	*	*
ARCHITECTURAL	9	12	26767	26733	*	*	*	19	31	26678	25871	*	*	*
BIOENGINEERING & BIOMEDIC	+	10	+	28460				1	26	24300	28135	*	*	*
CHEMICAL	64	453	33302	33026	35400	33420	32000	304	1760	33193	32949	35400	33500	31000
CIVIL	54	450	28508	27350	32712	28400	24096	128	1085	27993	26735	32700	27660	24000
COMPUTER	10	263	33892	30710	*	*	*	21	471	30680	30413	35000	30700	27560
ELECTRICAL/ELECTRONIC	112	1404	31354	30906	33600	31360	28000	332	3279	30801	30661	33492	31200	27000

continued

BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

INTERIM PERIOD 5/4/89 THROUGH 6/5/89

CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
ENGINEERING (continued)														
INDUSTRIAL	8	301	$29315	$30009	*	*	*	22	746	$29373	$29812	$31500	$28100	$26000
MECHANICAL	89	1160	31221	30639	$34300	$31740	$27600	313	3037	30903	30539	34500	31100	27240
METALLURGICAL	3	98	27220	30900	*	*	*	3	257	27220	30708	*	*	*
MINING (INCL GEOLOGICAL)	+	14	+	27360				+	32	+	26840			
NUCLEAR	+	23	+	31561				1	53	30000	31281	*	*	*
PETROLEUM	8	17	28564	32230	*	*	*	69	117	31571	32987	36140	30800	24960
TEXTILE	+	43	+	26584				+	46	+	26633			
ENGINEERING TECHNOLOGY	9	80	29774	28001	*	*	*	29	389	27508	28310	33600	27000	21320
INDUSTRIAL TECHNOLOGY	2	28	27000	27006	*	*	*	3	84	26333	26652	*	*	*
AGRICULTURAL & NATURAL RESOURCES														
AGRIBUSINESS	+	14	+	24643				+	49	+	23177			
ANIMAL SCIENCES	+	11	+	19696				1	23	15000	19381	*	*	*
PLANT SCIENCES	+	4	+	21750				+	9	+	20031			
NATURAL RESOURCES	1	9	19493	21032	*	*	*	1	13	19493	21622	*	*	*
OTHER AGRICULTURAL SCIENC	+	25	+	22661				+	68	+	21656			
COMPUTER SCIENCE														
COMPUTER SCIENCE	31	417	28592	29004	32460	30000	26000	87	1215	28022	28557	31800	28600	24000
COMPUTER PROGRAMMING	1	34	30000	28287	*	*	*	3	118	23959	28711	*	*	*
INFORMATION SCIENCES & SY	41	133	27021	27100	29000	26700	25800	71	344	26375	26853	28860	26400	24000
SYSTEMS ANALYSIS	+	12	+	29935				2	25	25550	29176	*	*	*
HEALTH SCIENCES														
ALLIED HEALTH	3	31	20667	25932	*	*	*	5	81	23800	24496	*	*	*
HEALTH SCIENCES	1	14	23000	21724	*	*	*	3	34	22742	20911	*	*	*
NURSING	+	140	+	25280				3	223	20747	24789	*	*	*
PHARMACY	+	41	+	35609				+	110	+	35173			
SCIENCES														
ACTUARIAL	+	8	+	29575				+	32	+	30244			
ARCHITECTURAL & ENVIRONME	1	13	29400	23208	*	*	*	2	32	26400	23763	*	*	*
BIOLOGICAL	+	33	+	21374				2	69	18850	20998	*	*	*
CHEMISTRY	1	52	26000	25295	*	*	*	1	133	26000	26698	*	*	*
GEOLOGY & GEOLOGICAL SCI	+	5	+	26499				1	19	15000	23724	*	*	*
MATHEMATICS	6	111	27723	27304	*	*	*	13	245	26914	26789	*	*	*
PHYSICS	+	37	+	29144				+	51	+	28296			
OTHER PHYSICAL & EARTH SC	+	5	+	20945				+	15	+	22829			
TOTALS	603	10975						2571	28696					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

By FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 5/4/89 THROUGH 6/5/89							CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
FINANCE														
ACCOUNTING (PUBLIC)	20	1219	$21979	$26264	$26000	$23908	$16800	389	4492	$25219	$25765	$27000	$25500	$23500
ACCOUNTING (PRIVATE)	8	386	23938	23267	*	*	*	106	1116	24423	23495	27000	24622	21996
COMMERCIAL BANKING (CNSMR	1	118	28000	21397	*	*	*	8	250	24725	21466	*	*	*
COMMERCIAL BANKING (LENDG	2	117	25998	23515	*	*	*	15	222	25692	23003	*	*	*
INVESTMT BANKING (CORP FN	+	37	+	27397				2	78	27800	27030	*	*	*
INVESTMT BANKNG (M & A)	+	14	+	31536				2	28	23652	29304	*	*	*
INVESTMT BANKG (REAL EST)	+	5	+	31600				1	13	16000	25715	*	*	*
INVESTMT BANKG (SALES & T	+	14	+	24965				1	32	17500	22882	*	*	*
FINANCIAL/TREASURY ANALYS	6	277	22967	26353	*	*	*	40	638	23442	25780	27000	24600	17200
PORTFOLIO MGMT/BROKERAGE	2	42	30600	25540	*	*	*	2	89	30600	23789	*	*	*
UNDERWRITING	3	76	22000	22939	*	*	*	13	147	20981	21929	*	*	*
MARKETING														
ADVERTISING	2	27	18484	18622	*	*	*	2	57	18484	19468	*	*	*
BRAND/PRODUCT MANAGEMENT	2	93	20500	24016	*	*	*	5	261	23000	23621	*	*	*
BUYER/MERCHANDISING	5	240	20320	21708	*	*	*	26	481	21918	21952	25000	22000	18700
MARKET RESEARCH	2	53	27870	25802	*	*	*	4	133	24560	24526	*	*	*
SALES	17	807	21492	23377	*	*	*	95	1830	23111	23153	30300	23500	16000
COMMUNICATIONS														
DESIGN/GRAPHIC ARTS	+	14	+	18776				+	38	+	21059			
MEDIA PLANNING	1	7	27000	21386	*	*	*	1	17	27000	20638	*	*	*
ON-AIR REPORTING	+	5	+	17100				+	8	+	16438			
PRODUCTION	+	21	+	25002				2	46	23400	23701	*	*	*
PUBLIC RELATIONS	+	24	+	20436				4	84	18409	20198	*	*	*
WRITING / EDITING	+	64	+	21218				3	117	19091	19890	*	*	*
PUBLIC ADMINISTRATION														
EXECUTIVE, LEGISL, & GENL	+	19	+	19380				4	42	19206	19205	*	*	*
FINANC,TAXA, MONETARY POL	+	22	+	22722				6	59	21046	22186	*	*	*
ECONOMIC PROGRAMS	1	6	25800	23117	*	*	*	3	18	20589	20732	*	*	*
LAW ENFORCEMENT	+	22	+	21058				+	56	+	20918			
MILITARY	1	58	21600	21947	*	*	*	18	130	22608	21625	*	*	*
NATIONAL SECURITY	+	7	+	28396				1	17	19654	25475	*	*	*
URBAN / REGIONAL PLANNING	+	7	+	21726				1	21	15000	22589	*	*	*
SOCIAL SERVICES														
ADMINISTRATION	+	39	+	19089				3	129	25829	21085	*	*	*
COUNSELING	3	30	23100	17476	*	*	*	4	63	21200	17404	*	*	*
FUNDRAISING / DEVELOPMENT	+	3	+	15833				+	6	+	18983			
SOCIAL WORK	1	32	19493	16293	*	*	*	6	62	18058	16489	*	*	*
ENGINEERING														
BIOENGINEERING	1	12	31800	29914	*	*	*	5	56	28812	30776	*	*	*
DESIGN / CONSTRUCT	101	802	30170	28936	33492	30900	25700	286	2065	30007	28700	33780	30600	25000
ENVIRONMENTAL/SANITATION	36	90	29269	28880	34500	30500	23760	61	227	28925	28622	33000	29000	23772
MANUFACTURING/INDUSTRIAL	62	969	30720	30666	33000	31000	27540	215	2865	31215	30639	34632	31680	27000
SYSTEMS / PROGRAMMING	22	193	31065	30210	35000	31200	27200	51	452	30025	30219	32500	30000	27000
POWER SYSTEMS	8	176	31048	30140	*	*	*	18	405	29814	30169	*	*	*
SOFTWARE DESIGN & DEVELOP	17	201	30889	31253	*	*	*	42	494	30247	30503	32500	30248	27600

continued

BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 5/4/89 THROUGH 6/5/89							CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
HARDWARE DESIGN & DEVELOP	23	222	$31462	$31240	$33000	$31500	$29700	72	416	$31283	$30925	$33000	$31350	$29000
RESEARCH & DEVELOPMENT	37	367	30718	30768	34320	31200	26000	113	954	30800	31002	34500	31200	26000
TESTING	23	190	31739	29485	34800	32640	28920	72	399	29814	29179	33504	30632	25000
PROCESS ENGINEERING	60	515	32824	31866	35400	33030	29400	343	1748	32475	32061	35400	33176	27600
OTHER ENGINEERING	11	582	29375	31098	*	*	*	16	1212	30747	30854	*	*	*
COMPUTER SCIENCE														
COMPUTER PROGRAMMING	36	372	27916	27754	32460	27600	24000	136	1039	27083	27559	30600	27000	24000
INFORMATION SYSTEMS	7	140	27543	27325	*	*	*	18	426	25597	27077	*	*	*
SYSTEMS ANALYSIS & DESIGN	27	224	27175	27991	30000	27000	26000	80	568	27316	28220	30300	27750	24000
OTHER FUNCTIONAL CATEGORIES														
ACTUARIAL	+	34	+	29319				5	88	29651	28714	*	*	*
AGRICULTURE/NAT'L RESOURC	+	43	+	22470				2	106	17000	21763	*	*	*
ARCHITECTURE	+	9	+	21856				1	33	23400	23041	*	*	*
CONSULTING	5	385	26480	28388	*	*	*	54	970	27283	28157	30000	27000	24600
HUMAN RESRCS /INDUS RELS	2	67	27000	23238	*	*	*	13	175	22533	22531	*	*	*
MANAGEMENT TRAINEE	35	842	20915	22290	24000	20500	17500	156	1959	21616	22148	28000	20800	17500
MATH/STATISTICIANS	+	13	+	27376				1	42	28745	26141	*	*	*
NURSES / PERSONAL CARE	+	137	+	25268				3	223	20747	24831	*	*	*
OTHER HEALTH RELATED (EX	4	96	21250	28718	*	*	*	8	259	22183	27725	*	*	*
PARALEGAL	+	20	+	19001				+	26	+	19632			
PERFORMING ARTS (ENTERTAI	+	7	+	14948				+	10	+	14964			
RESEARCHERS NON-TECHNICAL	+	14	+	21228				+	31	+	22746			
RESEARCHERS - TECHNICAL	+	27	+	21634				+	46	+	20949			
TEACHING	9	321	18738	19014	*	*	*	32	622	18631	18909	21000	18200	15500
TOTALS	603	10975						2571	28696					

* Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

SCPA REGIONAL Report No. 5 JULY 1989

(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 5/4/89 THROUGH 6/5/89							CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	28	101	$28855	$29727	$31000	$28900	$28000	55	348	$28139	$28874	$31500	$28000	$25000
MBA--NON-TECH	80	274	33305	34484	40000	33000	24000	142	645	33883	33903	42000	33000	25000
MBA--TECH	10	84	33642	39425	*	*	*	35	180	37818	38847	44400	34000	30000
MS-BUSINESS	12	29	38100	35031	*	*	*	13	48	37546	32979	*	*	*
DISTRIBUTION MANAGEMENT	+	+	+	+				+	1	+	30900			
ECONOMICS & FINANCE (BANK	1	113	28000	34120	*	*	*	1	165	28000	34661	*	*	*
HOTEL/RESTAURANT MNGMT	+	+	+	+				+	+	+	+			
HUMAN RESOURCES (INCL LAB	6	18	30892	32943	*	*	*	11	31	30595	31883	*	*	*
MANAGEMENT INFORMATION SY	+	14	+	35487				+	38	+	31865			
MARKETING/MKTNG MGT (RESE	1	43	30000	35591	*	*	*	2	60	29750	34462	*	*	*
MERCHANDISING MANAGEMENT	+	+	+	+				+	1	+	21000			
COMMUNICATIONS														
ADVERTISING	+	+	+	+				+	+	+	+			
COMMUNICATIONS	+	+	+	+				+	3	+	26000			
JOURNALISM	+	3	+	23267				+	4	+	23050			
EDUCATION														
EDUCATION ADMINISTRATION	+	7	+	25748				+	12	+	23878			
ELEMENTARY EDUCATION	1	6	21000	18617	*	*	*	8	17	23903	21694	*	*	*
PHYSICAL EDUCATION	+	+	+	+				1	1	12000	12000	*	*	*
READING EDUCATION	+	1	+	16380				+	1	+	16380			
SPECIAL EDUCATION	1	10	29945	22347	*	*	*	1	16	29945	21823	*	*	*
HUMANITIES														
FOREIGN LANGUAGES	+	2	+	18054				+	2	+	18054			
LETTERS	+	5	+	25200				+	5	+	25200			
VISUAL & PERFORMING ARTS	+	10	+	21123				+	14	+	19945			
HUMANITIES - OTHER	+	1	+	40000				+	1	+	40000			
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	+	+	+				+	+	+	+			
HISTORY	+	2	+	19100				+	4	+	19482			
POLITICAL SCIENCE / GOVT	+	+	+	+				1	5	22907	28541	*	*	*
PSYCHOLOGY	+	9	+	22211				1	18	20000	23717	*	*	*
SOCIOLOGY	+	3	+	27000				+	5	+	24272			
SOCIAL SCIENCES - OTHER	+	5	+	25140				1	9	21420	23060	*	*	*

continued

SCPA REGIONAL Report No. 5 JULY 1989

(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE	INTERIM PERIOD 5/4/89 THROUGH 6/5/89							CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*		
ALL TYPES OF EMPLOYERS	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING														
AEROSPACE & AERONAUTICAL	+	50	+	$34174				3	70	$34913	$34115	*	*	*
AGRICULTURAL	+	+	+	+				+	+	+	+			
BIOENGINEERING & BIOMEDIC	+	6	+	35283				+	11	+	34930			
CHEMICAL	16	51	$36485	36476	*	*	*	42	145	36518	36131	$38400	$36700	$34200
CIVIL	9	77	31567	31111	*	*	*	12	154	30975	30723	*	*	*
COMPUTER	4	25	34299	37408	*	*	*	8	79	33631	37183	*	*	*
ELECTRICAL/ELECTRONIC	16	221	33219	36609	*	*	*	44	505	33911	36435	37800	34100	30396
INDUSTRIAL	+	29	+	34286				5	74	28069	34576	*	*	*
MECHANICAL	9	186	35489	35265	*	*	*	34	388	35822	35260	38000	36540	32400
METALLURGICAL	+	30	+	35141				+	66	+	34923			
MINING & MINERAL	+	6	+	31967				+	12	+	31612			
NUCLEAR	1	6	36180	33670	*	*	*	1	9	36180	34024	*	*	*
PETROLEUM	+	+	+	+				+	23	+	38475			
TEXTILE	+	+	+	+				+	+	+	+			
HEALTH SCIENCES														
ALLIED HEALTH	+	12	+	28226				+	19	+	28016			
HEALTH SCIENCES	+	7	+	21929				+	14	+	21883			
NURSING	+	6	+	25940				+	7	+	25806			
SCIENCES														
AGRICULTURAL & NATL RESOU	1	1	26000	26000	*	*	*	1	3	26000	23600	*	*	*
ARCHITECTURAL & ENVIRONME	+	1	+	23000				+	2	+	23500			
BIOLOGICAL	+	3	+	28105				+	5	+	25063			
CHEMISTRY	1	12	20900	31162	*	*	*	3	36	26367	32157	*	*	*
COMPUTER SCIENCE														
COMPUTER SCIENCE	6	84	34160	35754	*	*	*	12	188	33466	35823	*	*	*
SCIENCES														
GEOLOGY & RELATED GEOLOGI	1	24	22000	30262	*	*	*	4	58	30100	30473	*	*	*
MATHEMATICS (INCL ACTUARI	1	10	28745	31338	*	*	*	3	25	25939	31498	*	*	*
PHYSICS	+	5	+	29929				+	10	+	29889			
POLYMER	+	+	+	+				+	6	+	34137			
TOTALS	205	1592						444	3543					

Master's Degree Candidates - Experience[1]

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

INTERIM PERIOD 5/4/89 THROUGH 6/5/89

GRADUATE ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
OVER 1 TO 2 YEARS							
MBA--NON-TECH	27	149	$38799	$40921	$46500	$39996	$31500
MBA--TECH	15	40	39159	40925	*	*	*
OVER 2 TO 4 YEARS							
MBA--NON-TECH	54	170	41930	42981	50000	42000	32004
MBA--TECH	27	75	45841	48935	69996	42996	33000
OVER 4 YEARS							
MBA--NON-TECH	13	110	40246	44152	*	*	*
MBA--TECH	14	46	49883	49738	*	*	*
TOTALS	150	590					

CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89

GRADUATE ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
OVER 1 TO 2 YEARS							
MBA--NON-TECH	66	438	$35912	$42419	$43000	$35550	$27000
MBA--TECH	20	129	38526	44590	50400	35500	32000
OVER 2 TO 4 YEARS							
MBA--NON-TECH	88	499	39524	43883	48000	40550	28800
MBA--TECH	29	240	45352	47967	69996	42504	33000
OVER 4 YEARS							
MBA--NON-TECH	39	401	37692	44549	45000	38000	30996
MBA--TECH	25	176	46542	49024	50400	47000	35372
TOTALS	267	1883					

1 Years of previous full-time, nonmilitary employment
' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

DOCTORAL DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 5/4/89 THROUGH 6/5/89							CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
BUSINESS ADMIN & MNGMT	+	3	+	$50333				+	3	+	$50333			
COMPUTER & INFOR SCIENCES	+	13	+	51137				+	16	+	50049			
EDUCATION														
EDUCATION ADMINISTRATION	+	7	+	43643				+	14	+	40221			
HUMANITIES & SOCIAL SCIENCES														
ECONOMICS	+	+	+	+				+	+	+	+			
ENGLISH	+	2	+	26000				+	4	+	24500			
FOREIGN LANGUAGES	+	+	+	+				+	1	+	26000			
PSYCHOLOGY	+	7	+	32593				+	10	+	33615			
SOCIOLOGY	+	1	+	27000				+	1	+	27000			
ENGINEERING														
AEROSPACE	+	1	+	50000				6	9	$50633	50776	*	*	*
CHEMICAL	10	65	$47640	48075	*	*	*	24	157	48843	47853	$52000	$48000	$46800
CIVIL	+	2	+	35000				+	7	+	37214			
COMPUTER	+	3	+	53967				+	5	+	53380			
ELECTRICAL/ELECTRONIC	1	23	52000	50034	*	*	*	2	45	50000	48666	*	*	*
MECHANICAL	1	10	41200	45810	*	*	*	1	15	41200	45893	*	*	*
METALLURGICAL	1	2	49200	44100	*	*	*	1	17	49200	49214	*	*	*
SCIENCES														
AGRICULTURE & NAT'L RESRC	+	1	+	30000				+	2	+	36700			
BIOLOGICAL	+	+	+	+				+	+	+	+			
CHEMISTRY	+	50	+	42469				4	157	37450	43215	*	*	*
GEOLOGICAL SCIENCES	+	4	+	33650				+	9	+	34108			
MATHEMATICS	+	4	+	37500				+	4	+	37500			
PHYSICS	+	2	+	42000				+	18	+	42632			
POLYMER	+	5	+	43954				+	13	+	44213			
TOTALS	13	205						38	507					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

AVERAGE SALARY OFFERS JULY 1989 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89 90th: 22080 / 10th: 18330 PART 1 - PAGE 1

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	FINANCE
ACCOUNTING	25347 384 32004/23500			24480 5	24504 1				20667 3
BUSINESS ADMIN (INCL MGMT	28533 3						28600 1	30800 1	21650 4
ECONOM & FINANCE (BANKING	23636 9			26086 31 32000/24000	26000 1	25355 2	24751 4	26967 15	22433 12
MANAGEMENT INFO SYSTEMS	26800 5					29871 5	26638 9	30267 3	
MARKETING/MARK MGMT (RESR				24500 2		22000 1	20200 4	25000 1	19300 4
REAL ESTATE									15600 1
COMMUNICATIONS	24000 1			30000 1					14250 1
JOURNALISM		14400 1				12000 1			
LETTERS (incl English, Li							24000 1		
POLITICAL SCIENCE/GOVT				30000 1			26400 1		
AEROSPACE & AERONAUTICAL								28575 4	
ARCHITECTURAL								27200 6	
CHEMICAL								32214 15	
CIVIL			26850 2					27922 25 32600/26300	
ELECTRICAL/ELECTRONIC	26250 2					30600 3	33864 5	29410 10	
INDUSTRIAL	26000 1								
MECHANICAL								28934 15	
PETROLEUM						30000 1			
ENGINEERING TECHNOLOGY								20800 1	
COMPUTER SCIENCE	30000 1					29567 6	22320 5	30800 2	
INFORMATION SCIENCES & SY	29250 2					26500 1	24110 6		25800 2
ARCHITECTURAL & ENVIRONME			29400 1						
MATHEMATICS	27500 1					27400 2		27500 1	

AVERAGE SALARY OFFERS JULY 1989 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89 90th: 22080 / 10th: 18330 PART 2 - PAGE 1

CURRICULUM	HOSPITALITY(AM		HOSPITALITY(HO		INSURANCE		LEGAL SVCS	MERCHANDISING		PERSONNEL SUPP		PROTECTIVE SER	PUBLISHING		REAL ESTATE	
ACCOUNTING	24000	1			28000	1		19625	4							
BUSINESS ADMIN (INCL MGMT	18150	2	25556	1	23613	10		20114	19	20500	2					
ECONOM & FINANCE (BANKING	22594	5	19025	4	22282	8		20901	12							
HOTEL/RESTAURANT MGMT	26000	1	20936	5												
HUMAN RSRCS (incl LABOR R					18000	1		19500	1							
MANAGEMENT INFO SYSTEMS			18000	1	25000	2		19000	1							
MARKETING/MARK MGMT (RESR	19000	2	18450	4	20686	7		20471 25300/18000	44				26750	2	35000	1
ADVERTISING								18700	1							
COMMUNICATIONS	23000	1			18000	1		26000	1						13500	1
TEXTILES & CLOTHING								12720	2							
HUMANITIES - OTHER								22000	1							
HISTORY			24000	1				19200	1							
POLITICAL SCIENCE/GOVT								20000	1							
PSYCHOLOGY								25000	1							
AEROSPACE & AERONAUTICAL					31000	1										
CIVIL															28500	1
ELECTRICAL/ELECTRONIC					31000	1										
INDUSTRIAL					28000	1										
MECHANICAL					28764	2										
INDUSTRIAL TECHNOLOGY					24000	1										
COMPUTER PROGRAMMING					24000	1										
INFORMATION SCIENCES & SY					23600	1		26068	10							
SYSTEMS ANALYSIS								27100	1							

AVERAGE SALARY OFFERS JULY 1989 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING	REAL ESTATE
NURSING						15000 1			
BIOLOGICAL			20000 1						

AVERAGE SALARY OFFERS JULY 1989 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	OTHER SERVICE	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
ACCOUNTING			22000 1	23000 2		22555 8	20975 11	19278 1	
BUSINESS ADMIN (INCL MGMT		17750 4		18513 5	21000 1	19287 5	25000 1		20000 1
DISTRIBUTION MANAGEMENT						19875 1			
ECONOM & FINANCE (BANKING				25500 2	18000 1	16916 4	15000 1		
HOTEL/RESTAURANT MGMT		18360 2		21600 1		18000 1			
MANAGEMENT INFO SYSTEMS			26004 1	27480 1	25700 2	20633 3			
MARKETING/MARK MGMT (RESR		23367 3	18375 2	22750 2	13273 1	16741 4		23000 1	22413 3
REAL ESTATE						18726 1	15000 1		
COMMUNICATIONS		17500 1							
JOURNALISM					18000 1				
ELEMENTARY EDUCATION					18778 21 26000/15700				
PHYSICAL EDUCATION					12000 1				
SPECIAL EDUCATION					20097 5				
VISUAL & PERFORMING ARTS				17136 1	15450 1				
CRIMINAL JUSTICE						17248 1	18000 1		
HISTORY						23000 1			
POLITICAL SCIENCE/GOVT						19463 1			13200 2
PSYCHOLOGY						21000 1	16489 2		
SOCIOLOGY							14400 1	23100 3	
SOCIAL SCIENCES-OTHER						19500 1			
AEROSPACE & AERONAUTICAL						24869 8			
AGRICULTURAL							19000 1		
ARCHITECTURAL			26300 1						

AVERAGE SALARY OFFERS JULY 1989 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89 90th: 22080 / 10th: 18330 PART 3 - PAGE 2

CURRICULUM	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	OTHER SERVICE	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
BIOENGINEERING & BIOMEDIC						24300 1			
CHEMICAL						26500 2	23886 2		
CIVIL	26250 1	25232 7	29985 10			22482 13	29042 25 35120/24000		
COMPUTER						24600 1	23000 1		
ELECTRICAL/ELECTRONIC	32149 5		30130 7			24695 15	29300 2		
INDUSTRIAL		26000 1	26000 1			24000 1			
MECHANICAL	31188 1		29295 4			26833 3	27953 4		
METALLURGICAL			19500 1						
PETROLEUM						28500 4			
ENGINEERING TECHNOLOGY		27000 2					21320 1		
ANIMAL SCIENCES						15000 1			
NATURAL RESOURCES							19493 1		
COMPUTER SCIENCE		23880 5	26144 4			20158 2			12000 1
COMPUTER PROGRAMMING						17878 1			
INFORMATION SCIENCES & SY		23957 7	27000 2			24900 1			
ALLIED HEALTH								20667 3	28500 2
HEALTH SCIENCES								23113 2	22000 1
NURSING								23620 2	
BIOLOGICAL					17700 1				
GEOLOGY & GEOLOGICAL SCI		15000 1							
MATHEMATICS		24000 1			17200 1	28745 1			

AVERAGE SALARY OFFERS JULY 1989 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89 90th: 22080 / 10th: 18330 PART 4 - PAGE 1

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
ACCOUNTING							18000 1	21000 1	23500 1
BUSINESS ADMIN (INCL MGMT								19000 2	19300 1
ECONOM & FINANCE (BANKING					23901 9	23000 1		19500 1	26500 1
HOTEL/RESTAURANT MGMT					28000 1				
HUMAN RSRCS (incl LABOR R					19900 1				
MANAGEMENT INFO SYSTEMS					25088 9			24000 1	30140 2
MARKETING/MARK MGMT (RESR	25000 1				28140 1			18000 1	24451 10
COMMUNICATIONS						17000 1			12000 1
JOURNALISM					22850 2				
PHYSICAL EDUCATION				18700 1					
LETTERS (incl English, Li					20000 1				
CRIMINAL JUSTICE			10000 1						
SOCIOLOGY			28788 1						
SOCIAL SCIENCES-OTHER			21378 1						
AEROSPACE & AERONAUTICAL					29762 78 35100/27300				
ARCHITECTURAL								25758 10	
CHEMICAL					31100 2			33600 6	33374 162 37200/32460
CIVIL							27500 1	27324 23 31800/24600	31747 3
COMPUTER					30296 5				
ELECTRICAL/ELECTRONIC					30248 54 35600/27000		28485 4	29924 9	32468 35 36120/31020
INDUSTRIAL					34136 6		31500 1		
MECHANICAL					29265 43 33600/26000		31035 15	30397 13	32707 60 35400/31500
METALLURGICAL					30000 1				32160 1

AVERAGE SALARY OFFERS JULY 1989 SWPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
ENGINEERING TECHNOLOGY					24982 2		28500 2	22200 1	33000 1
COMPUTER SCIENCE					29171 15				29707 3
COMPUTER PROGRAMMING					30000 1				
INFORMATION SCIENCES & SY					26496 13				
ARCHITECTURAL & ENVIRONME					23400 1				
CHEMISTRY									26000 1
MATHEMATICS					27880 3				

AVERAGE SALARY OFFERS JULY 1989 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
ACCOUNTING	24352 5							25000 1	24463 38 30000/23000
BUSINESS ADMIN (INCL MGMT	24000 1	22000 1	24367 3	22500 1					24717 11
ECONOM & FINANCE (BANKING	23957 7	25333 3			30000 2				25479 33 34000/24000
HUMAN RSRCS (incl LABOR R									25000 1
MANAGEMENT INFO SYSTEMS	24000 1	31660 1							27644 36 30000/27000
MARKETING/MARK MGMT (RESR	19920 5	23400 2	23692 11	23833 3				15520 2	25608 12
COMMUNICATIONS			17000 1						20793 1
ARCHITECTURAL					28800 1				31000 1
CHEMICAL	31991 6	32800 2	32900 4					33000 3	33481 100 45600/31000
CIVIL	30840 2	31090 1			28300 1				31501 13
COMPUTER	33489 9								28760 5
ELECTRICAL/ELECTRONIC	31433 67 36700/30000	30646 74 43000/27500	30475 4		34250 4			34193 3	32483 21 37000/30900
INDUSTRIAL	28400 2	27600 2							26033 3
MECHANICAL	31469 16	30069 31 37000/27900	29664 14		30825 4			31500 5	31827 77 36768/27600
NUCLEAR	30000 1								
PETROLEUM									31788 64 50550/25200
ENGINEERING TECHNOLOGY	28575 4	26000 2	31700 2					34400 1	30490 4
INDUSTRIAL TECHNOLOGY								30000 1	
COMPUTER SCIENCE	28961 11	30356 5							28550 24 31500/27000
INFORMATION SCIENCES & SY	26434 6	26800 6	30000 3	27200 1					27946 10
SYSTEMS ANALYSIS									24000 1
MATHEMATICS	27900 1								28500 1

AVERAGE SALARY OFFERS JULY 1989 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI
ACCOUNTING						24500 2
BUSINESS ADMIN (INCL MGMT			26506 1		24000 2	
MARKETING/MARK MGMT (RESR			30000 1			22284 2
ELECTRICAL/ELECTRONIC		31200 1	30806 6			
INDUSTRIAL			29933 3			
MECHANICAL		30000 1	29533 3		28600 1	29400 1
ENGINEERING TECHNOLOGY			23960 5	33600 1		
INDUSTRIAL TECHNOLOGY			25000 1			
COMPUTER SCIENCE	32940 3					
MATHEMATICS						30096 1

AVERAGE SALARY OFFERS JULY 1989 SWPA REGIONAL CUMULATIVE REPORT

BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	FINANCE
BACHELOR - NON TECHNICAL	25347 402 34100/23500	14400 1		26002 40 32000/23500	25252 2	26007 9	24927 20 31200/17000	27555 20 31200/25000	20994 25 32500/15900
BACHELOR - TECHNICAL	27786 7		27700 3			29269 13	26599 16	29073 79 38700/25820	25800 2

CURRICULUM	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING	REAL ESTATE
BACHELOR - NON TECHNICAL	21689 12	20134 16	22439 30 40027/18000		20304 89 26000/17000	20500 2		26750 2	24250 2
BACHELOR - TECHNICAL			26570 9		26162 11	15000 1			28500 1

CURRICULUM	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	OTHER SERVICE	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
BACHELOR - NON TECHNICAL		19532 10	21189 4	21520 14	18940 34 28400/15450	19694 32 26400/17200	19506 18	22316 5	18940 6
BACHELOR - TECHNICAL	31169 7	24280 24 32400/21000	28611 30 34800/24475		17450 2	24239 54 35052/19654	27758 37 35400/22570	22209 7	22750 4

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
BACHELOR - NON TECHNICAL	25000 1		20055 3	18700 1	24277 24 28140/22700	20000 2	18000 1	20083 6	24131 16
BACHELOR - TECHNICAL					29602 224 42000/26000		30238 23 38000/27540	28618 62 35400/24960	33011 266 37200/31800

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
BACHELOR - NON TECHNICAL	23003 19	25209 7	23381 15	23500 4	30000 2			18680 3	25686 132 34000/24000
BACHELOR - TECHNICAL	30965 125 38400/27900	30215 123 43000/27000	30452 27 33900/26400	27200 1	31740 10			32575 13	31842 324 50550/27000

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI
BACHELOR - NON TECHNICAL			28253 2		24000 2	23392 4
BACHELOR - TECHNICAL	32940 3	30600 2	28224 18	33600 1	28600 1	29748 2

AVERAGE SALARY OFFERS JULY 1989 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
ACCOUNTING	25296 382 32004/23500	23839 73 33250/21000	28000 1			24504 1			24075 3
BUSINESS ADMIN (INCL MGMT	21863 2		15900 1			22800 1			21098 2
ECONOM & FINANCE (BANKING	21183 4	25749 32 32000/24000	26225 4	25692 15	27800 2		16000 1	17500 1	23907 30 31000/18600
MANAGEMENT INFO SYSTEMS		24622 1							
MARKETING/MARK MGMT (RESR	18726 1		24500 2						25400 3
REAL ESTATE									15600 1
COMMUNICATIONS									14250 1

AVERAGE SALARY OFFERS JULY 1989 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	MARKET RESEARC	SALES	DESIGN/GRAPHIC	MEDIA PLANNING
ACCOUNTING				23500 2					
BUSINESS ADMIN (INCL MGMT	28700 1	21440 5			23575 4	20000 1	19536 11		
DISTRIBUTION MANAGEMENT					19875 1				
ECONOM & FINANCE (BANKING	32500 1	20439 4		24750 2	23899 7	22500 1	22833 6		
HOTEL/RESTAURANT MGMT							16850 2		
HUMAN RSRCS (incl LABOR R				19500 1					
MARKETING/MARK MGMT (RESR		21267 3	22568 1	22000 1	20350 10	27870 2	22182 56 35000/18000		
ADVERTISING					18700 1				
COMMUNICATIONS							18000 4		
JOURNALISM			14400 1						
HUMANITIES - OTHER					22000 1				
HISTORY					19200 1				
PSYCHOLOGY					25000 1				
CHEMICAL							32190 6		
CIVIL							28300 1		
ELECTRICAL/ELECTRONIC							30605 4		
MECHANICAL							30392 5		
INFORMATION SCIENCES & SY									27000 1
BIOLOGICAL		20000 1							

AVERAGE SALARY OFFERS JULY 1989 SWPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ON-AIR REPORTI	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT	EXECUTIVE, LEG	FINANC,TAXA, M	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY
ACCOUNTING						21046 6			
BUSINESS ADMIN (INCL MGMT		21600 1	25000 1		18930 2				19362 2
ECONOM & FINANCE (BANKING							18720 1		
MANAGEMENT INFO SYSTEMS									20400 1
MARKETING/MARK MGMT (RESR				13273 1					15000 1
REAL ESTATE									18726 1
COMMUNICATIONS			13500 1						
JOURNALISM			18000 1						
LETTERS (incl English, Li				22000 2					
VISUAL & PERFORMING ARTS			17136 1						
CRIMINAL JUSTICE							17248 1		
HISTORY									23000 1
POLITICAL SCIENCE/GOVT					19463 1				
PSYCHOLOGY									21000 1
SOCIAL SCIENCES-OTHER					19500 1				
AEROSPACE & AERONAUTICAL									22400 3
CHEMICAL									26500 2
ELECTRICAL/ELECTRONIC		25200 1							23667 3
PETROLEUM									27000 2
INFORMATION SCIENCES & SY							25800 1		24900 1

AVERAGE SALARY OFFERS JULY 1989 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	NATIONAL SECUR	URBAN / REGION	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/
PHYSICAL EDUCATION			18700 1						
CRIMINAL JUSTICE						14000 2			
PSYCHOLOGY				15500 1		17478 1			
SOCIOLOGY			28788 1	23100 3					
SOCIAL SCIENCES-OTHER						21378 1			
AEROSPACE & AERONAUTICAL								29080 20 32500/25700	
ARCHITECTURAL								26632 15	
BIOENGINEERING & BIOMEDIC							24300 1		
CHEMICAL							30980 2	33371 23 36000/32100	28218 5
CIVIL								27519 62 34000/24000	28616 46 35120/24050
COMPUTER								31720 1	
ELECTRICAL/ELECTRONIC	19654 1						26000 1	31097 69 43000/27500	31676 5
INDUSTRIAL								26400 2	
MECHANICAL							31800 1	31337 82 38000/28700	32276 4
METALLURGICAL								30000 1	19500 1
PETROLEUM								30560 5	
ENGINEERING TECHNOLOGY								24113 6	
NATURAL RESOURCES						19493 1			
ALLIED HEALTH			30000 1						
HEALTH SCIENCES						22000 1			
GEOLOGY & GEOLOGICAL SCI		15000 1							

AVERAGE SALARY OFFERS JULY 1989 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	MANUFACTURING/	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	OTHER ENGINEER
ACCOUNTING						23000 1			
ECONOM & FINANCE (BANKING	25800 1	23520 1							
AEROSPACE & AERONAUTICAL	29733 6	29813 9		28054 4	32240 5	30029 29 35100/27000	28454 10	27750 2	
ARCHITECTURAL							26850 4		
CHEMICAL	33455 33 41400/32400	29000 2		28000 1		32323 19	33711 15	33489 195 45600/32100	33780 1
CIVIL	28759 6	31200 1		30480 1		27198 4	25125 2	31680 2	
COMPUTER		32765 11		26740 2		30999 1			
ELECTRICAL/ELECTRONIC	30502 40 36000/27000	30129 16	29507 12	31232 24 36700/28000	31301 55 36000/29100	31611 32 35600/30075	30543 22 32640/29400	31586 25 36480/28000	31269 9
INDUSTRIAL	28388 8					33067 3	29500 1	30603 6	
MECHANICAL	30825 99 38400/26400	29290 4	29745 4	28653 5	31910 8	31655 13	28074 17	31483 66 36768/27600	30240 1
METALLURGICAL	32160 1								
NUCLEAR								30000 1	
PETROLEUM	35820 14		30000 1			32505 4		30785 40 49200/24960	26236 3
ENGINEERING TECHNOLOGY	29033 5		33600 1	33000 1	28575 4	25733 6	20000 1	31133 3	38400 1
INDUSTRIAL TECHNOLOGY	25000 1								
COMPUTER SCIENCE	27900 1	27800 4		30100 3					
INFORMATION SCIENCES & SY		26467 3							
ARCHITECTURAL & ENVIRONME									29400 1
CHEMISTRY						26000 1			
MATHEMATICS				30096 1				27880 3	

AVERAGE SALARY OFFERS JULY 1989 SWPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA
ACCOUNTING	15000 1								19500 1
BUSINESS ADMIN (INCL MGMT			24900 2	30264 2			30000 4	25751 2	21272 38 28000/17600
ECONOM & FINANCE (BANKING	24000 1	23500 2					27024 20 37472/25000		21803 31 30000/18000
HOTEL/RESTAURANT MGMT									22367 9
HUMAN RSRCS (incl LABOR R								20967 3	
MANAGEMENT INFO SYSTEMS	27550 38 31200/24700	23805 5	26800 27 31660/24000				28320 5	23000 1	25896 5
MARKETING/MARK MGMT (RESR	29500 2						25000 1	15738 1	21265 52 34000/18000
REAL ESTATE									15000 1
COMMUNICATIONS								21448 4	23750 2
JOURNALISM									19233 3
TEXTILES & CLOTHING									12720 2
HISTORY									24000 1
POLITICAL SCIENCE/GOVT	26400 1								19100 4
SOCIOLOGY									14400 1
AEROSPACE & AERONAUTICAL				31000 1			27450 2		
AGRICULTURAL					19000 1				
CIVIL							25200 3		
COMPUTER	25300 2		29265 4						
ELECTRICAL/ELECTRONIC			32800 2				27125 8		31000 3
INDUSTRIAL							27000 2		
MECHANICAL				28364 2			25167 2		
ENGINEERING TECHNOLOGY							20800 1		
INDUSTRIAL TECHNOLOGY								27000 2	

AVERAGE SALARY OFFERS JULY 1989 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89 90th: 22080 / 10th: 18330 PART 6 - PAGE 2

CURRICULUM	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA
ANIMAL SCIENCES					15000 1				
COMPUTER SCIENCE	28167 51 33600/25000	25138 3	27851 20 36300/25800				29533 3		25488 2
COMPUTER PROGRAMMING	23959 3								
INFORMATION SCIENCES & SY	25636 34 30000/23160	27413 8	26936 22 30000/26000				30000 1		
SYSTEMS ANALYSIS			25550 2						
ARCHITECTURAL & ENVIRONME						23400 1			
MATHEMATICS	26433 3		28500 1				27500 2		27400 1

AVERAGE SALARY OFFERS JULY 1989 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	MATH/STATISTIC	NURSES / PERSO	OTHER HEALTH R	PARALEGAL	PERFORMING ART	RESEARCHERS NO	RESEARCHERS -	TEACHING
BUSINESS ADMIN (INCL MGMT								21000 1
ECONOM & FINANCE (BANKING								18000 1
MARKETING/MARK MGMT (RESR			21120 2					
ELEMENTARY EDUCATION								18778 21 26000/15700
PHYSICAL EDUCATION								12000 1
SPECIAL EDUCATION								20097 5
VISUAL & PERFORMING ARTS								15450 1
ALLIED HEALTH			22250 4					
HEALTH SCIENCES			23113 2					
NURSING		20747 3						
BIOLOGICAL								17700 1
MATHEMATICS	28745 1							17200 1

AVERAGE SALARY OFFERS JULY 1989 SWPA REGIONAL CUMULATIVE REPORT

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
BACHELOR - NON TECHNICAL	25219 389 32004/23500	24423 106 33250/21996	24725 8	25692 15	27800 2	23652 2	16000 1	17500 1	23442 40 31000/17200
BACHELOR - TECHNICAL									

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	MARKET RESEARC	SALES	DESIGN/GRAPHIC	MEDIA PLANNING
BACHELOR - NON TECHNICAL	30600 2	21063 12	18484 2	23000 6	21918 26 26400/18700	24560 4	21516 79 35000/15996		
BACHELOR - TECHNICAL		20000 1					30989 16		27000 1

CURRICULUM	ON-AIR REPORTI	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT	EXECUTIVE, LEG	FINANC,TAXA, M	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY
BACHELOR - NON TECHNICAL		21600 1	18409 4	19091 3	19206 4	21046 6	17984 2		19550 7
BACHELOR - TECHNICAL		25200 1					25800 1		24555 11

CURRICULUM	NATIONAL SECUR	URBAN / REGION	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/
BACHELOR - NON TECHNICAL			23744 2	21200 4		16714 4			
BACHELOR - TECHNICAL	19654 1	15000 1	30000 1			20747 2	28812 5	30007 286 43000/25000	28925 61 35400/23772

CURRICULUM	MANUFACTURING/	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	OTHER ENGINEER
BACHELOR - NON TECHNICAL	25800 1	23520 1				23000 1			
BACHELOR - TECHNICAL	31241 214 50550/27000	30155 50 42500/27000	29814 18	30247 42 36700/27600	31283 72 36000/29000	30870 112 42000/26000	29814 72 35100/25000	32475 343 49200/27600	30747 16

CURRICULUM	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA
BACHELOR - NON TECHNICAL	27239 43 31200/24500	23718 7	26669 29 31660/24000	30264 2			27569 30 37472/25000	21721 11	21338 150 34000/17500
BACHELOR - TECHNICAL	27010 93 33600/23500	26792 11	27684 51 36300/25800	29243 3	17000 2	23400 1	26926 24 32333/24000	27000 2	28563 6

CURRICULUM	MATH/STATISTIC	NURSES / PERSO	OTHER HEALTH R	PARALEGAL	PERFORMING ART	RESEARCHERS NO	RESEARCHERS -	TEACHING
BACHELOR - NON TECHNICAL			21120 2					18709 30 27000/15450
BACHELOR - TECHNICAL	28745 1	20747 3	22538 6					17450 2

AVERAGE SALARY OFFERS JULY 1989 SWPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 6/5/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	FINANCE
MBA--NON-TECH	29539 31 35000/27000	28850 2		31967 24 44000/28000	58331 3	33230 2	36800 1	35559 17	27250 2
MBA--TECH	43008 1					32885 2	34596 2	39500 2	67000 1

CURRICULUM	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING	REAL ESTATE
MBA--NON-TECH	20500 4	21000 1						33000 1	42333 3
MBA--TECH									

CURRICULUM	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	OTHER SERVICE	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
MBA--NON-TECH	30000 1	29200 3	24000 1	30000 1			24000 1		
MBA--TECH				29000 1					

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
MBA--NON-TECH						37200 1	33667 3		
MBA--TECH							32500 1		

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
MBA--NON-TECH	35787 6	30533 3		41900 1	25800 2			36000 1	28767 6
MBA--TECH	39200 2								38044 9

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI
MBA--NON-TECH			33000 1	31035 4		35000 1
MBA--TECH						